

POST :644-MEXICO

005-COMM. & INFORM. EQP. & SERV
MEXICO

PLANNING: ACTIVITIES PROPOSED IN POST PLAN:

ANTICIPATED RESULTS:

TELECOMMUNICATIONS (INC SPACE)

CONTINUE SEARCHING FOR CANADIAN MANUFACTURERS WITH EXPORTING CAPABILITY OF TELECOMMUNICATIONS EQUIPMENT.

INCREASED CANADIAN PRESENCE IN THIS MARKET.

COMPUTERS, SOFTWARE & SYSTEMS

TO CONTINUE PROMOTING CANADIAN INDUSTRIES CAPABILITY IN THIS SUBSECTOR AMONG LOCAL RELATED COMPANIES

INCREASE AWARENESS OF CANADIAN CAPABILITY

TO IMPLEMENT A PROGRAM OF VISITS TO GUADALAJARA CITY, AREA OF MAIN CONCENTRATION OF EDP EQUIPMENT MANUFACTURERS.

DEVELOP A CLOSER RELATIONSHIP WITH MANUFACTURERS AND DETECT OPPORTUNITIES FOR CANADIAN INDUSTRY

TRACKING: ACTIVITIES UNDERTAKEN IN QUARTER:

QUARTERLY RESULTS REPORTED:

QUARTER: 1 IDENTIFY CDN SUPPLIER OF EQUIPMENT REQUIRED IN MEXICO AND STIMULATE AND ASSIST PROMOTIONAL EFFORTS. SUPPORT PROMOTION OF SPECTRUM MANGEMENT.

ASSISTED IN PROMOTION OF X.25 DATA COMMUNICATIONS EQPT (MINISTRY HAS PLACED ORDER) & ARRANGED AGENCIES FOR MICROTREL & NORSAT FOR SATELLITE TELECOMS EQPT. SNC HAS BASIC GOM ACCEPTANCE AND CONTRACT IS LIKELY.

QUARTER: 2 CONTINUE SUPPORT FOR SNC BID FOR SPECTRUM MANAGEMENT PROJECT.

DURING RECENT SNC/EDC VISIT TO MEXICO CITY, NAFINSA WAS INSTRUCTED BY GOM TO NEGOCIATE FINANCING CONTRACT WITH EDC AND SCT (MINISTRY) WAS INSTRUCTED TO NEGOCIATE COMMERCIAL CONTRACT WITH SNC.

QUARTER: 3 INTENSIVE SUPPORT FOR SNC/DGB BID FOR SPECTRUM MANAGEMENT PROJECT.

NEGOTIATIONS WERE VIRTUALLY COMPLETED DURING REPORTING PERIOD. CONTRACT SHOULD BE SIGNED NEXT QUARTER.

QUARTER: 4 CONTINUED INTENSIVE SUPPORT FOR SNC/DGB BID FOR SPECTRUM MANAGEMENT PROJECT.

FURTHER BUDGET CONSTRAINTS HAVE RESULTED IN NEED TO CUT SOME NON-CANADIAN ITEMS (EG COMPUTER) FROM PROPOSAL AND HENCE RENEGOTIATE PARTS OF CONTRACT